

Message Text

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PAGE 01 NOUAKC 01387 181020Z
ACTION AF-10

INFO OCT-01 ISO-00 EB-07 XMB-02 /020 W
-----181025Z 130030 /12
R 171603Z JUN 77
FM AMEMBASSY NOUAKCHOTT
TO SECSTATE WASHDC 7654
INFO USDOC WASHDC

LIMITED OFFICIAL USE NOUAKCHOTT 1387

E.O. 11652: N/A
TAGS: BEXP, BENC, ETEL, BFOL, MR
SUBJECT: MAJOR PROJECT: TELECOMMUNICATIONS TENDER

REF: (A) STATE 128516, (B) NOUAKCHOTT 569

1. WE ARE MOST DISAPPOINTED TO LEARN (REF A) OF GTE'S DECISION TO DROP OUT OF BID COMPETITION ON 26 MILLION DOLLAR PRECEDENT SETTING EXPANSION OF MAURITANIAN GOVERNMENT MINISTRY COMMUNICATIONS TELEPHONE, TELEGRAPH, TELEVISION CAPABILITY, ESPECIALLY SINCE GENERAL TELEPHONE WAS ONLY US FIRM OFFERING TOTALLY MADE-IN-U.S.A. PACKAGE. (OTHER US FIRM AT LAST REPORT IS BIDDING MIXTURE OF US-BUILT GROUND STATIONS AND SWEDISH-MADE (ERICSON) TELEPHONE SWITCHING GEAR).

2. FACT THAT GET'S INABILITY TO PUT TOGETHER COMPETITIVE FINANCING PACKAGE WAS APPARENTLY MAJOR FACTOR IN FIRMS DECISION TO WITHDRAW IS ESPECIALLY DISTRESSING. STATE AND COMMERCE WILL RECALL THAT MISSION IDENTIFIED FINANCING AS A CRITICAL ELEMENT (PARA 3 REF B), AND URGED EXIMBANK TO ADAPT AS FORTHCOMING A STANCE AS POSSIBLE TO SUPPORT EXPORT EFFORTS OF US MANUFACTURES -- WHICH IS WHAT WE THOUGHT EXIMBANK WAS ESTABLISHED TO DO. ACCORDING TO US COMPANY REPS, HOWEVER, EXIM WAS ACTIVELY UNINTERESTED IN PROJECT AS WHOLE AND WAS WILLING CONSIDER ONLY INTERNATIONAL PORTION (THREE AND HALF TO
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FOUR MILLN, DOLLAR LINK INTO INTERNATIONAL NETWORK) AND THAT FRACTION ONLY IF IT COULD BE SHOWN TO BE PROFIT PRODUCING.

3. FRENCH MANUFACTURES WILL PROBABLY WIN CONTRACT ULTIMATELY AND LOCK UP MAURITANIAN COMMUNICATIONS MARKET FOR NEXT TWENTY-FIVE YEARS, BUT ITS TOOD BAD US GOVERNMENT AND PRIVATE SECTOR TOGETHER COULD NOT HAVE GIEN FRENCH HARDER RUN FOR

THEIR MONEY.

HANDYSIDE

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: TELECOMMUNICATION, PROPOSALS (BID)
Control Number: n/a
Copy: SINGLE
Sent Date: 17-Jun-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977NOUAKC01387
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
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Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770218-0900
Format: TEL
From: NOUAKCHOTT
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770645/aaaabnpa.tel
Line Count: 65
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: eafffb7a-c288-dd11-92da-001cc4696bcc
Office: ACTION AF
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
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Previous Handling Restrictions: n/a
Reference: 77 STATE 128516, 77 NOUAKCHOTT 569
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
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SAS ID: 2112944
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECT: TELECOMMUNICATIONS TENDER
TAGS: BEXP, BENC, ETEL, BFOL, MR
To: STATE
Type: TE
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